



Press Release

Prince Pipes' inherent resilience of business-model highlighted in face of COVID-19

Revenue growth at -20% and EBIDTA margin of 10.5% for quarter ended June 30, 2020

Mumbai, July 31, 2020: Prince Pipes' one of India's largest integrated piping solutions & multi polymer manufacturers having six strategically located plants across the country, today announced its un-audited financial results for the quarter ended 30th June 2020. The un-audited financial results were reviewed by the audit committee and approved by the Board of Directors in their meeting held on 31st July, 2020.

Key Financial Highlights: Q1 FY21 compared with Q1 FY 20

- Revenue from operations stood at ₹ 302 crore as compared to ₹ 380 crore
- EBIDTA at ₹ 32 crore as compared to ₹ 53 crore, margins at 10.5%
- PAT at ₹ 11 crore as compared to ₹ 27 crore
- Debt to equity ratio at 0.30x as on June 30, 2020

Covid-19 Impact on Q1FY21

Despite the lockdown, we were able to mitigate the COVID impact better than we anticipated. April being a wash out across all industries, led to a considerable loss in sales. May'20 saw a healthy traction, and we recovered more than 80% of sales from the previous year May'19 sales, largely agri driven which was classified as essential goods. Despite the headwinds of the pandemic, June'20 saw a full recovery over the previous year, as we saw an encouraging growth over June'19. June'20 saw recovery not just in agri segment but also in plumbing and SWR segments.

| Particulars | Sales (Rs. In Crore) | | Change % |
|-------------|----------------------|---------|----------|
| | Q1 FY21 | Q1 FY20 | |
| April | 9 | 79 | -89% |
| May | 122 | 148 | -18% |
| June | 171 | 153 | 12% |
| Total | 302 | 380 | -20% |



Commenting on the results, **Mr. Parag Chheda, Executive Director of Prince Pipes and Fittings Limited, said** *“We were amongst the initial few companies to start dispatches as soon as partial lifting of lockdown was announced from Apr 23, 2020 and consequently were able to liquidate all inventory as on March 31 and gain incremental market share. Our performance is driven by the healthy recovery in production and sales over May and June, while the agricultural segment saw a faster recovery being essential goods, followed by the plumbing portfolio which showed encouraging traction in semi urban and rural markets. Our collections and receivables were accomplished well in time and allowed us to ensure timely vendor payments. As we progress into the new fiscal, we will continue to focus on the quality of balance sheet and work towards strengthening it.*

As the country continues to grapple with the pandemic while simultaneously unlocking economic activities, positive signals of industrial activities seem to be visible. Prince Pipes will continue taking judicious measures towards business continuity, as we work hard to ensure no retrenchments and salary cuts, operate with plant and premise sanitization measures in line with government directives and implement all employee and staff welfare initiatives. All our efforts are being directed towards our endeavors to mitigate risks and focus on creating shareholder value over the medium to long term.”

About the Company:

Prince Pipes and Fittings Limited (PPFL) is one of India’s largest integrated piping solutions & multi polymer manufacturer based in Mumbai. Incorporated in 1987, Prince is India’s largest PVC pipes manufacturer and one of the fastest growing companies in the industry. Over 3 decades, the company has been engaged in the manufacturing of polymer piping solutions in four types of polymers - CPVC, UPVC, HDPE, PPR. In June 2020, the company announced the launch of its new water tank segment- **STOREFIT** through a pilot launch in Gujarat that will be gradually launched across markets in India. The Company’s head office is located in Mumbai, Maharashtra.

With a network of 1,408 distributors, PPFL is steadily increasing pan-India distributor base to ensure stronger customer proximity to respond faster to their needs.

Prince Pipes and Fittings Limited has 6 state-of-the –art manufacturing units located across the country at Haridwar (Uttarakhand), Athal (Dadra and Nagar Haveli), Dadra (Dadra and Nagar Haveli), Kolhapur (Maharashtra), Chennai (Tamil Nadu) and Jobner (Rajasthan). The company plans to establish another manufacturing facility at Sangareddy (Telangana).

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